

# Comparisons of Job Characteristics

**Focus Occupation:** Wholesale and Retail Buyers, Except Farm Products (13-1022)  
**Associated Occupation:** Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Compare Knowledge  
 Compare Skills  
 Compare Abilities  
 Compare Detailed Work Activities  
 Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 86

**Focus Occupation:** Wholesale and Retail Buyers, Except Farm Products (13-1022)

**Associated Occupation:** Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Sales and Marketing	5.2	19.9	13.6	<<	Extensive education and/or training may be required
Customer and Personal Service	11.3	17.1	16.6	0	Current knowledge level may be sufficient
Mathematics	9.2	14.2	11.7	<	Expanded education and/or training may be required
Administration and Management	8.4	12.6	14.3	>	Current knowledge level is likely sufficient
Economics and Accounting	4.4	9.7	12.2	>	Current knowledge level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 83

**Focus Occupation:** Wholesale and Retail Buyers, Except Farm Products (13-1022)

**Associated Occupation:** Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Speaking	10.8	13.8	12.5	<	A higher skill level may be required
Active Listening	11.0	13.7	12.2	<	A higher skill level may be required
Negotiation	6.8	12.3	12.5	0	Current skill level may be sufficient
Persuasion	7.4	12.3	12.8	0	Current skill level may be sufficient
Social Perceptiveness	9.1	11.6	10.3	<	A higher skill level may be required

Service Orientation	7.9	10.7	7.9	<<	Extensive development of skills in this area may be required
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The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Abilities	Similarity of Focus Occupation to Associated Occupation: 88
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**Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)**

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Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	14.9	13.0	<	Some improvement in abilities may be required
Oral Comprehension	12.5	14.4	12.8	<	Some improvement in abilities may be required
Speech Clarity	10.2	13.1	11.0	<	Some improvement in abilities may be required
Speech Recognition	9.9	12.8	11.6	<	Some improvement in abilities may be required
Written Comprehension	11.0	12.3	10.3	<	Some improvement in abilities may be required
Written Expression	9.8	11.1	9.8	<	Some improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common	Similarity of Focus Occupation to Associated Occupation: 79
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**Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)**

**Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)**

Work Activities	Exclusivity of Activity
Analyze sales activities or trends	74
Evaluate advertising promotions	87
Maintain records, reports, or files	5
Obtain information from individuals	24
Provide customer service	14
Use computers to enter, access or retrieve data	3
Use interpersonal communication techniques	10
Use inventory control procedures	70
Use knowledge of sales contracts	80
Use knowledge of written communication in sales work	69
Use product knowledge to market goods	80

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 87

**Focus Occupation: Wholesale and Retail Buyers, Except Farm Products (13-1022)**

**Associated Occupation: Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products (41-4012)**

Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.